



COVID & Beyond...

How ACOs can utilize Remote Patient Monitoring and Telehealth to Succeed.

ACOExhibitHall.com 

 vivifyhealth®

April 30th, 12pm CT/1PM ET

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The Problem

In just two months, the Novel Coronavirus (2019-nCoV, or COVID-19) has gone from a disease that most of us had never heard of to being declared a global pandemic by the World Health Organization (WHO). The early death toll has been faster than that for swine flu or SARS, and the infection rate has accelerated much more rapidly as well. It's no wonder that there is so much urgency around uncovering, containing, and addressing it.

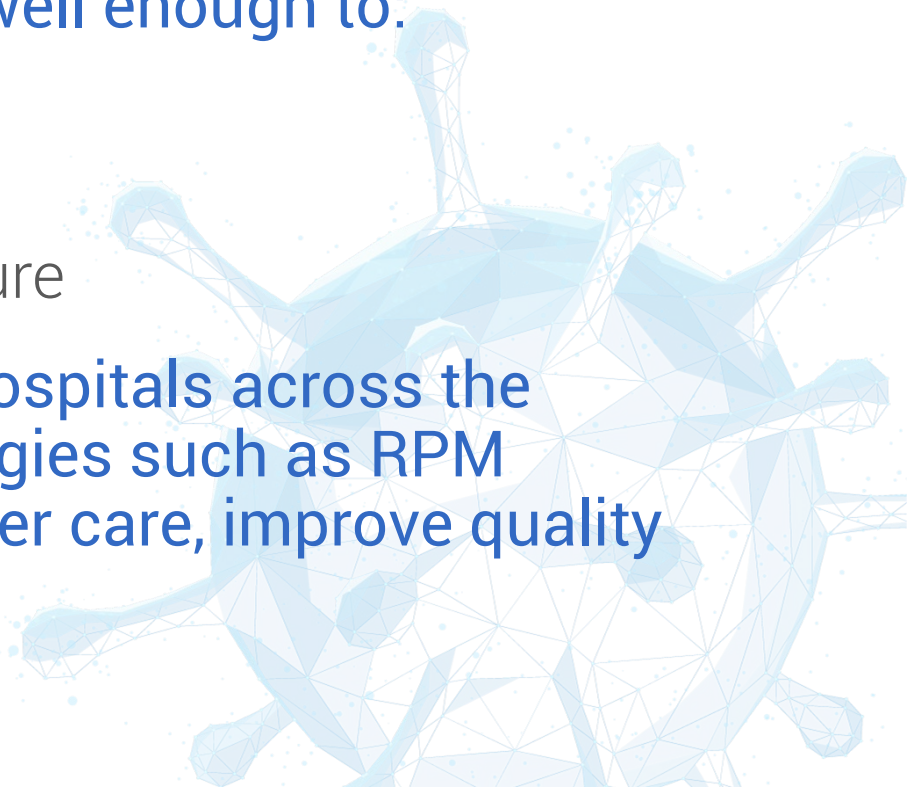


Fast Moving Viruses

One of the reasons fast-moving diseases can spread so quickly is that gathering information about it often takes time. In the meantime, the disease continues to spread until it is understood well enough to:

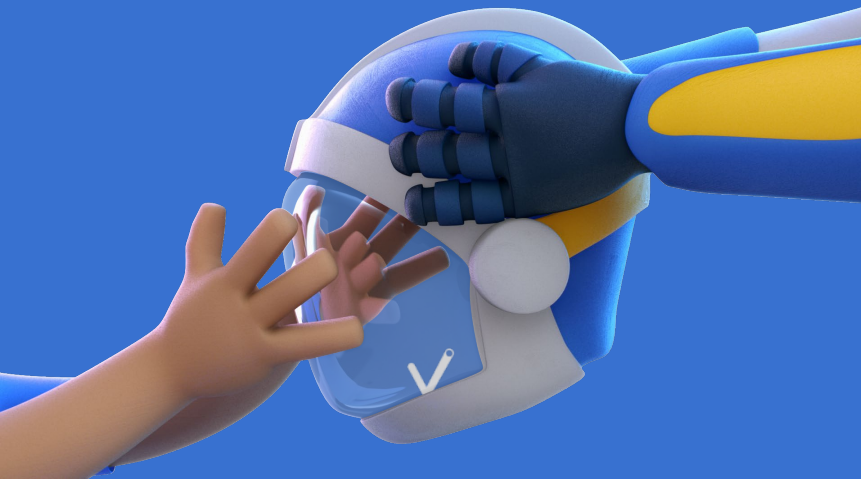
- Identify that this is a new threat
- Takes steps to stop the spread
- Protect healthcare workers from deadly exposure

As the pace of outbreak accelerates, progressive hospitals across the country make extensive use of innovative technologies such as RPM (remote patient monitoring) and Telehealth to deliver care, improve quality and patient experience while reducing costs.



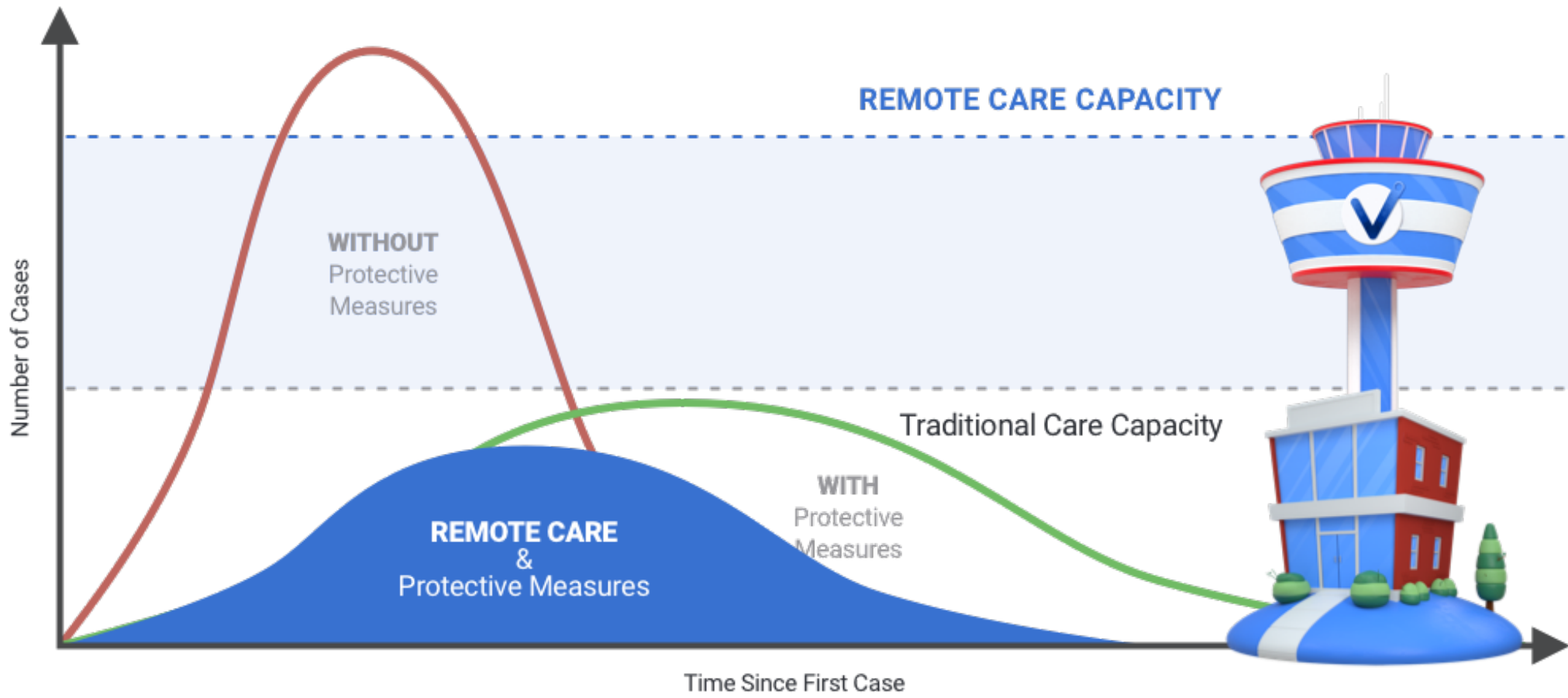
Identify. Mitigate. & Monitor.

- *How do we monitor those who have had contact?*
- *How do we monitor those who we think have had contact when the incubation period is 14 days?*
- *How do we monitor healthcare workers who may have been exposed?*
- *How do we improve self-reporting?*



Solution

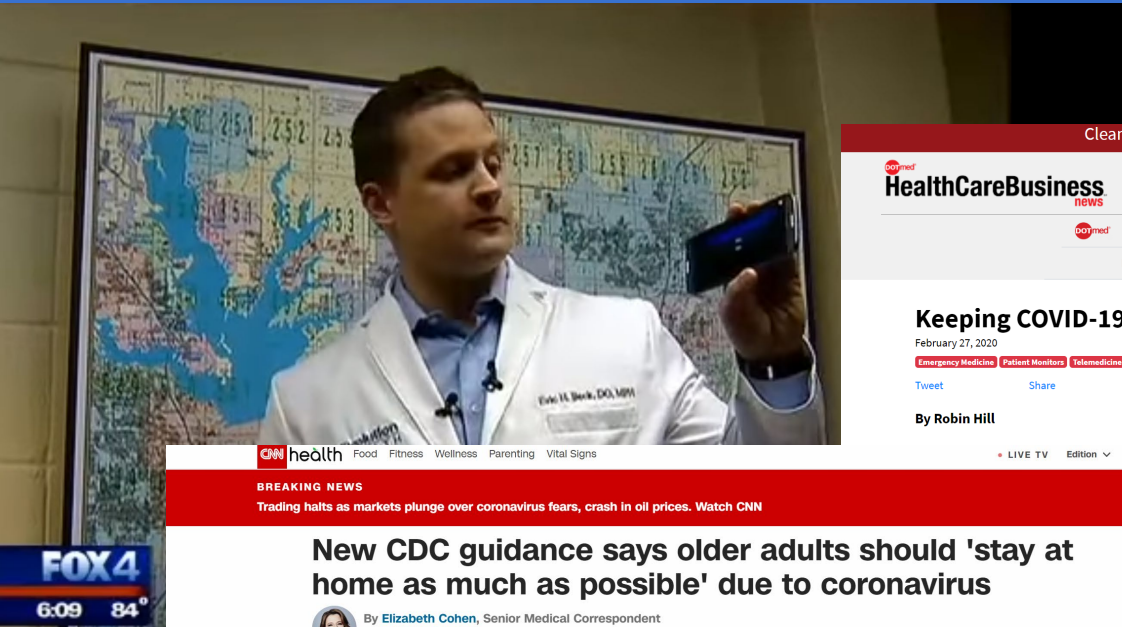
Solution



Re-define The Curve

Utilizing Remote Care solutions with Vivify Health allows you to not only “flatten” the curve, but “RE-DEFINE” the curve entirely, resulting in fewer cases over an accelerated timeline.

Vivify Health is always at the forefront of innovation



New CDC guidance says older adults should 'stay at home as much as possible' due to coronavirus

By Elizabeth Cohen, Senior Medical Correspondent
Updated 10:59 PM ET, Fri March 6, 2020



Clean Sweep Live Auction on Wed. Mar. 11th. [Click to view the full inventory.](#)

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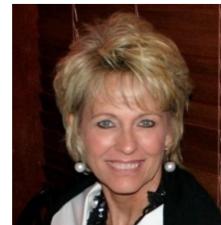
Keeping COVID-19 a non-factor

February 27, 2020

Emergency Medicine Patient Monitor Telemedicine

Tweet Share

By Robin Hill



Robin Hill

Keeping COVID-19 a non-factor

Keeping COVID-19 a non-factor in the "aging" health threat to get the healthcare.

rel coronavirus (COVID-19), end of 2019 and has since. This despite the fact that the more urgent threat since it had caused 210,000 plus 13 confirmed diagnoses of ebruary.

er, is how swiftly the coronavirus can spread and kill, which is one of the alifornia in the first mandatory quarantine issued by the Centers for in 50 years. To date, the coronavirus has spread faster than swine flu or

HEALTH

Ambulance service takes special care with Ebola patients

The ambulance which carried Ebola-stricken nurses Nina Pham and Amber Vinson from Texas Health Presbyterian Hospital to Dallas Love Field Airport was one of multiple transports that American Medical Response made specifically for Ebola patients in the U.S.

Author: Carla Wade
Published: 1:53 PM CDT October 17, 2014
Updated: 1:53 PM CDT October 17, 2014

DALLAS -- The ambulance which carried Ebola-stricken nurses Nina Pham and Amber Vinson from Texas Health Presbyterian Hospital to Dallas Love Field Airport was one of multiple transports that American Medical Response made specifically for Ebola patients in the U.S.





Serving the community in challenging times

In response to the COVID 19 outbreak, Vivify Health has stepped up to the community it serves by donating its time and technology. As a leader in connected healthcare solutions, Vivify is offering:

Implementation

Discounted and expedited implementation for new COVID-19 customers

Deeply Discounted

Screening

No cost to use the technology for unlimited screenings.

No Cost

Monitoring

Scaled volume pricing improvements for monitoring.

Volume Pricing

Scalable Interaction



Vivify Steps for Change

CONNECT

- Build a Relationship
- Stratify Patients
- Never Discharge
- Easy to Start
- Build Consumers
- Go Where They Are

EDUCATE

- Discharge Self-Care
- Extensive Content
- Social Determinants
- Teach-Back System
- Clinical Escalation
- Drive New Business

ENGAGE

- Automated Coaching
- Engaging Content
- Self-Awareness
- Best Practices
- Increased Engagement
- Drive Outcomes

MONITOR

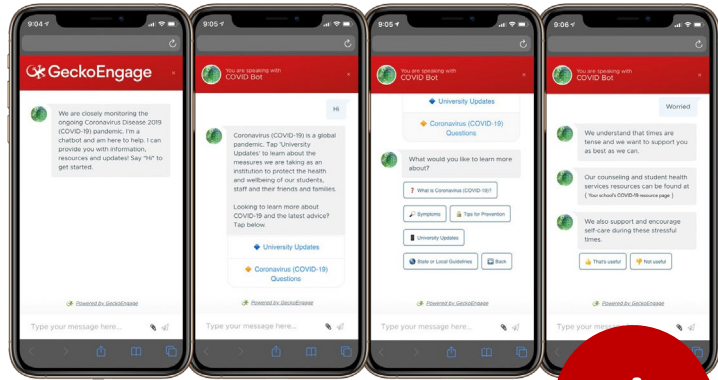
- Remote Monitoring
- Clinically-Guided
- Biometric Integration
- Intelligent Escalation
- Drive Cost Reductions
- Support Chronic

INTERVENE

- Care Anywhere
- Virtual Visits
- Text Messaging
- Engage Providers
- \$ Reimbursement

More Than a Chat-bot

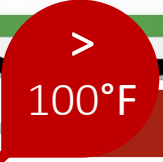
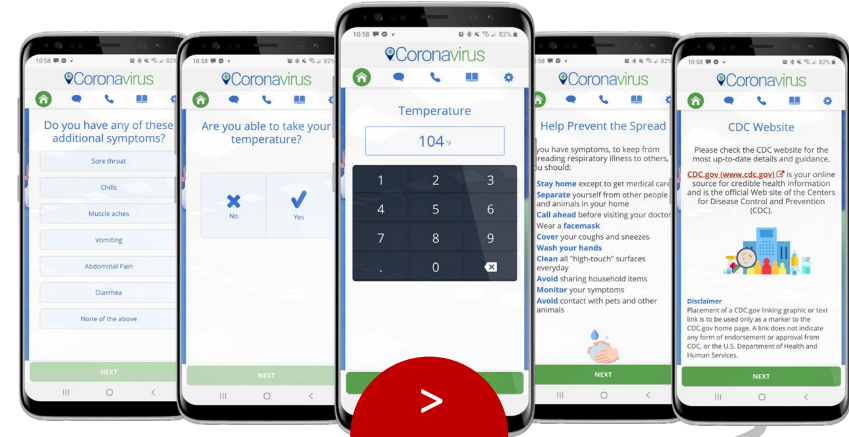
Vivify



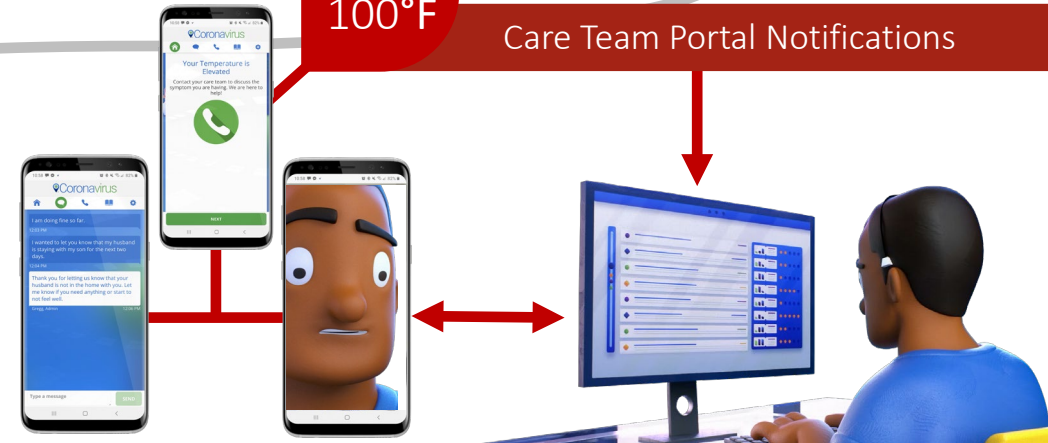
Generic Content Links



vs.



Care Team Portal Notifications



Utilizing Vivify Health Pathways over a chat-bot experience provides timely information and immediate assistance based on pathways and monitoring by *real* clinical personnel for those cases that need it the most.

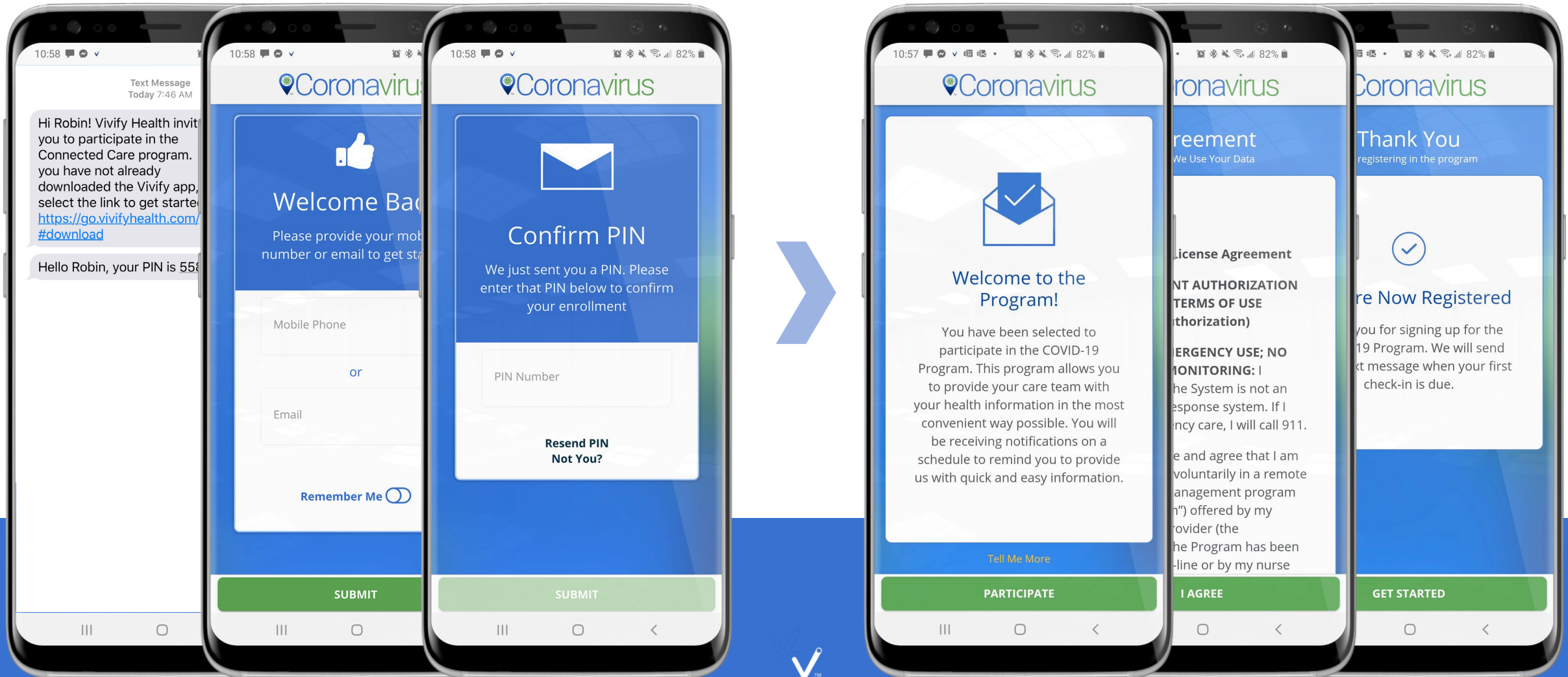


Coronavirus Screening Patient Experience

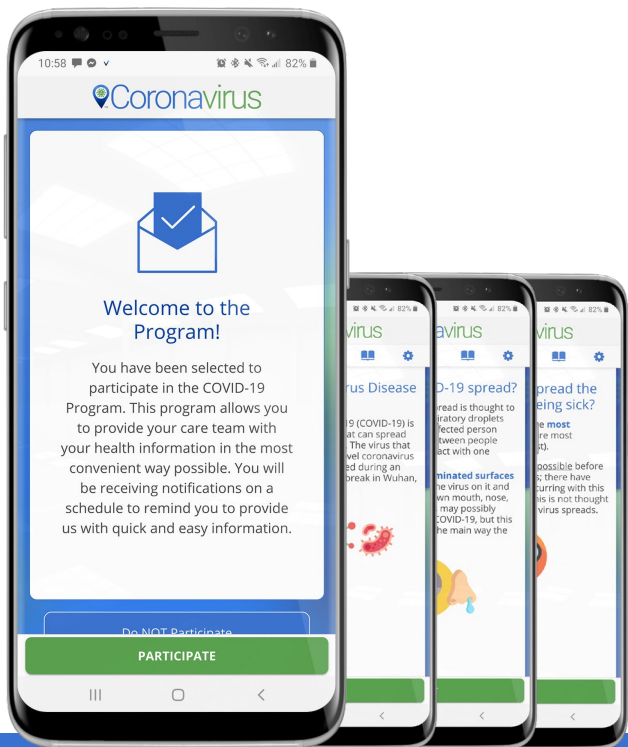
Experience

Program Enrollment

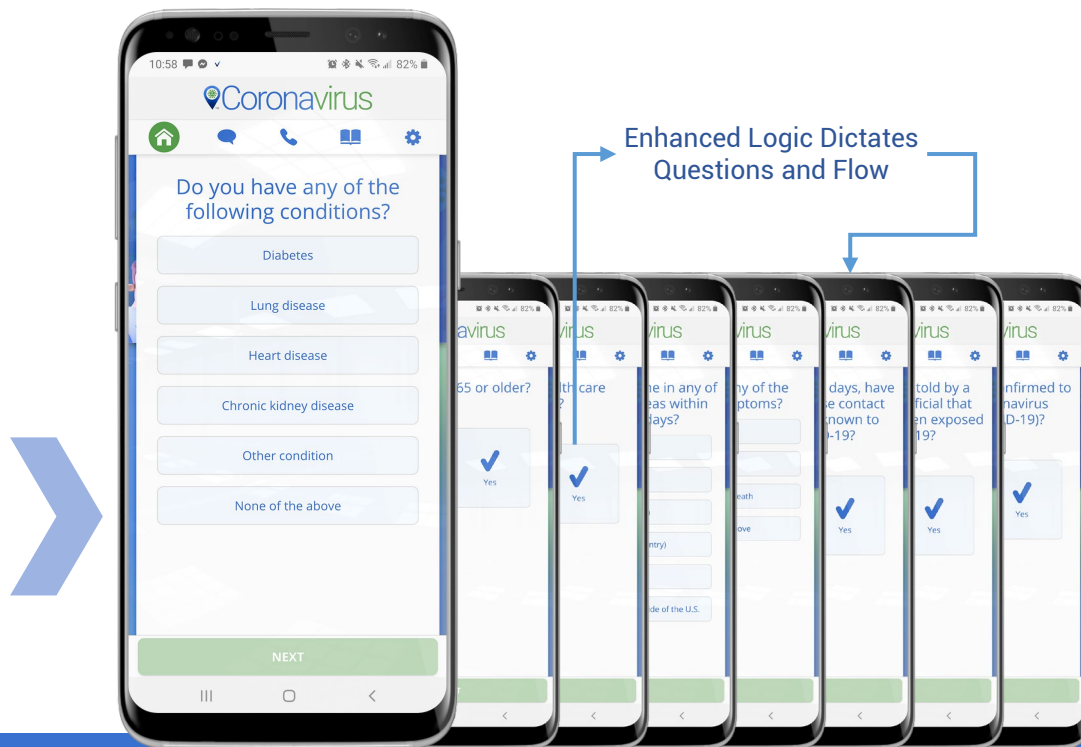
After accepting the notification to participate, patients are **authenticated** with their **phone number** or **email**.



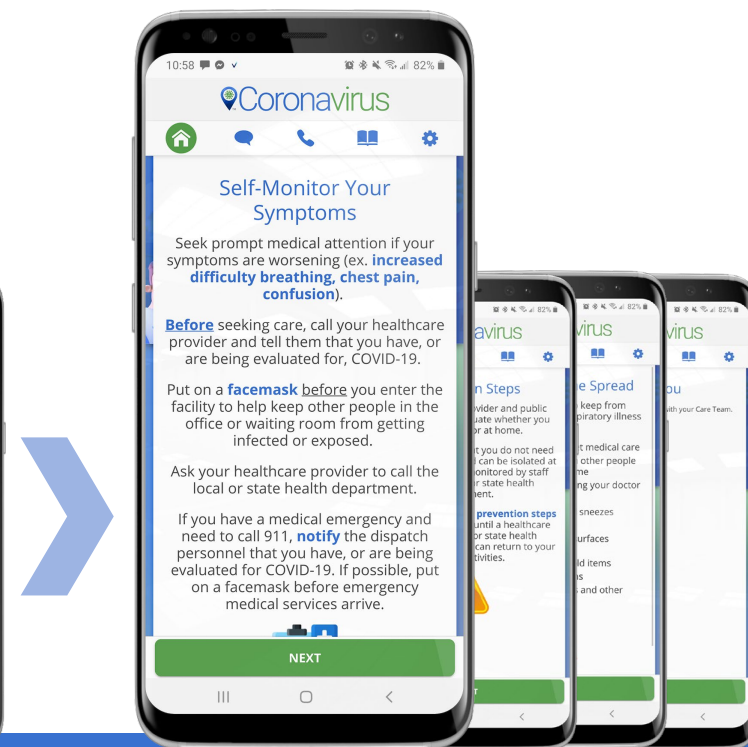
Screening Experience



Introduction & Education



Screening

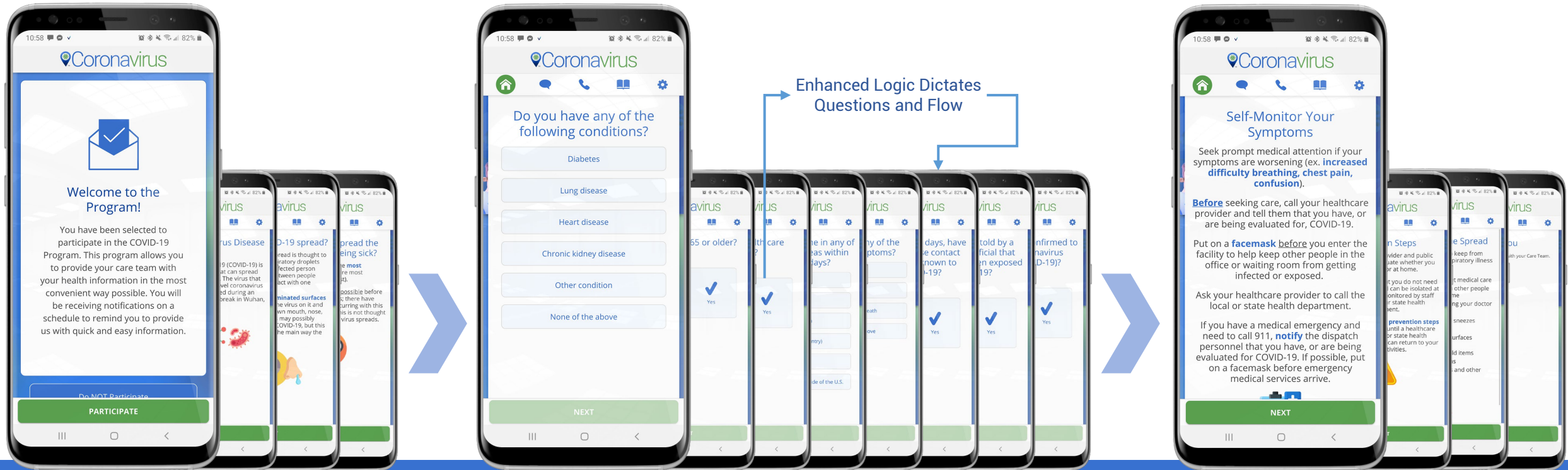


Follow-up Instruction



COVIDAHR01 – Self-Isolation Risk Assessment

One-time data collection for providers to determine risk level of self-isolation patients.



Introduction & Education

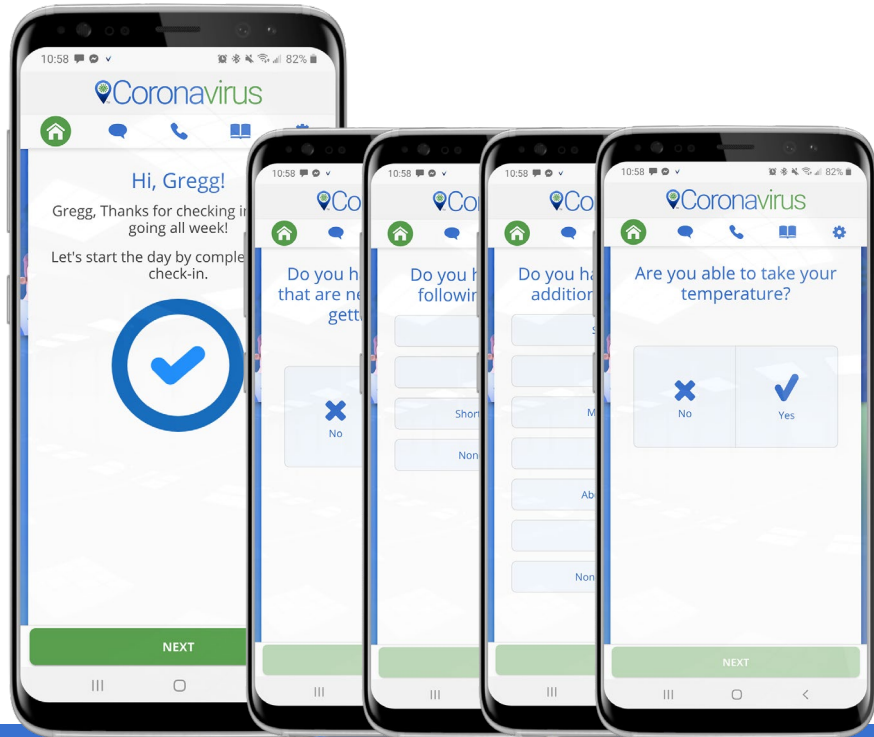
Assessment

Follow-up Instruction

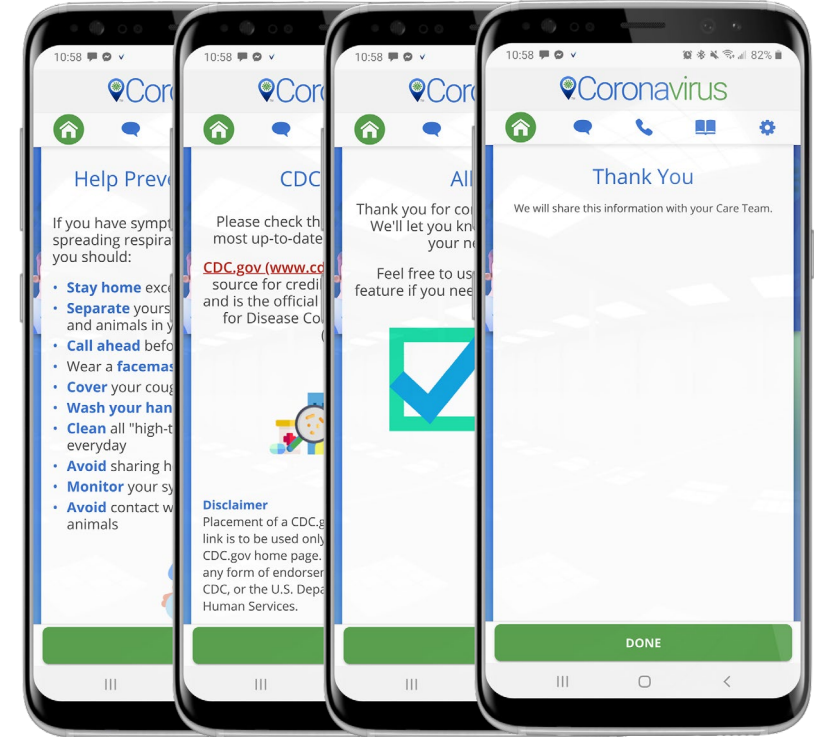
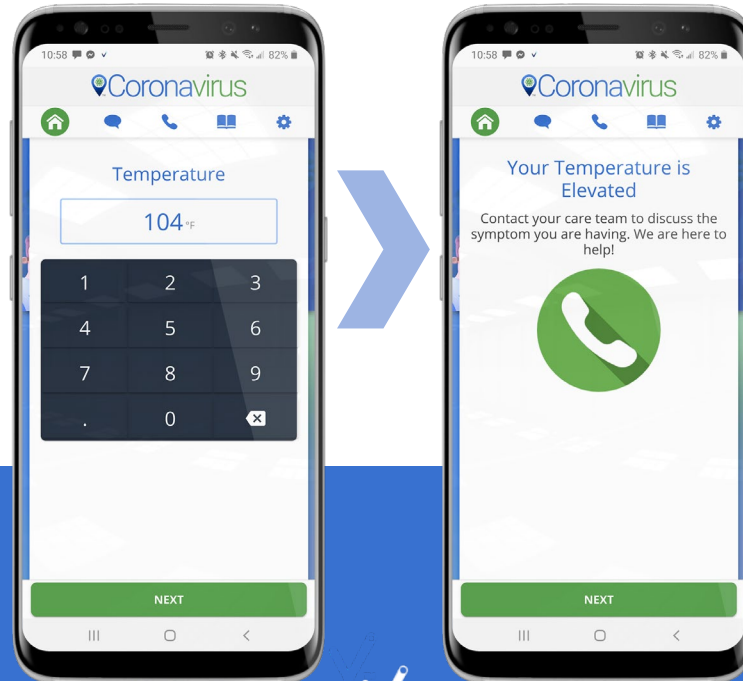


COVIDAHR02 - Self-Isolation Monitoring

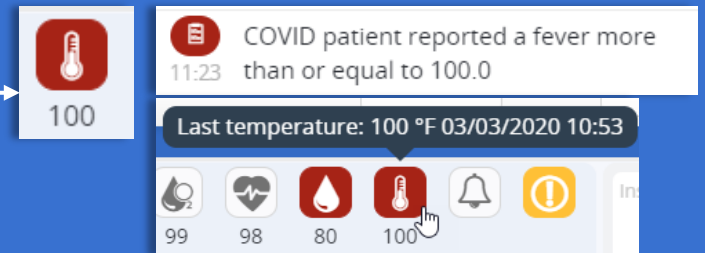
Twice daily data collection and monitoring for self-isolation patients.



$\geq 100.0 \text{ } ^\circ\text{F}$



Care Team Portal Notification:



Provider Experience

Experience

Care Team Portal

Meyer, Janelle
01/01/1960 (60 yo)
CMP

38

0 of 0

101.2

Insert note here

PT : COVID Daily Screening
No Provider Assigned
04/27/2020 (Day 1)

Profile | **Monitoring** | Chart | Pathways | Parameters | Health Summary | Direct Entry | Audit | 00:07:22

Patient Monitoring | Grid | Graph | Audit

Program Trend

Apr	Tue Apr 14	Wed Apr 15	Thu Apr 16	Fri Apr 17	Sat Apr 18	Sun Apr 19	Mon Apr 20	Tue Apr 21	Wed Apr 22	Thu Apr 23	Fri Apr 24	Sat Apr 25	Sun Apr 26	Mon Apr 27
Health Index														38
Biometrics														101.2
Temp (°F)														101.2
Pathways														
COVID405SCREEN01 - Welcome - Screening														✓
COVID405SCREEN01 - Welcome - Screening														✓ 1

Alerts 2 | Notifications

Accept All | Reject All

Mon, Apr 27

- 08:15 Do you have any of the following symptoms?: Shortness of breath.
- 08:18 Temperature 101.2°F (Exceeding or equal to Alert Limit of 101.0 °F).



Secure Messaging

vivifyhealth Patients All Patients Viewing 1-50 of 143 patients

Hill, Robin Vivify West Help

+ Add Patient Filter Patients (0) Find Patients Refresh

vivifyhealth Patients Patients Viewing 1-1 of 1 patient that have unread messages : My Patients ✕

Hill, Robin Vivify West Help

+ Add Patient Filter Patients (1) Find Patients Refresh

Green, jill 09/09/1945 (73 yo) +Go (PIN:8700)

Profile Monitoring Chart

Patient Monitoring

Program Trend

Health Index

Biometrics

Pathways

In Conversation You, Brown, Alicia RN, The Patient, Cooke, Mark

Green, jill 09/09/1945 (73 yo) +Go (PIN:8700)

I added a pain pathway in addition to your COPD pathway. You will get the pain pathway on your device on MWF. Let me know if you have any questions.

Thank you.

Mark as Read

CC: COPD No Provider Assigned 10/15/2018 (Day 30 of 30)

Entry Audit 00:00:57

Grid Graph Audit

Patient Notes + Add Note

Sort Search Patient Notes Audit

Date/Time	Note	Author
10/23/2018 09:21	Alert(s) reviewed and accepted: ⚠️ (High Alert: The patient is overdue for completing their Propeller Order Device Pathway pathway)	Hill, Robin RN
11/12/2018 11:30	Spoke to provider. Called refill into patient's pharmacy. Time to take medications Patient-related messages selected and written to Chart. "I added a pain pathway in addition to your COPD pathway. You will get the pain pathway on your device on MWF. Let me know if you have any questions." Brown, A. 10/23/2018 15:03 "Thank you." The Patient 10/23/2018 15:05	Brown, Alicia RN

Clinical Triage Monitoring


Meyer, Janelle
 03/09/1960 (60 yo)
 RPMVideo (113401)

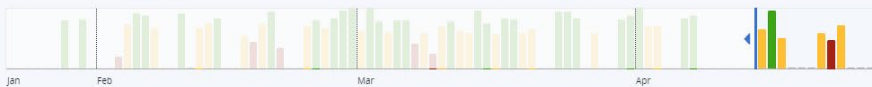
0 of 1 | 145 | 187/67 | 92 | 89 | 78 | 101 | 3 days | 4L 02

CC: HF-HOME Demo
 Smith, Jerry MD
 (317) 654-2345
 01/28/2020 (Day 91)

Profile | **Monitoring** | Chart | Pathways | Parameters | Health Summary

Patient Monitoring

Program Trend



	Tue Apr 14	Wed Apr 15	Thu Apr 16	Fri Apr 17	Sat Apr 18	Sun Apr 19	Mon Apr 20	Tue Apr 21	Wed Apr 22	Thu Apr 23	Fri Apr 24	Sat Apr 25	Sun Apr 26	Mon Apr 27
Health Index	65	97	51				59	48	72					
Biometrics														
BP (mmHg)	178/89	178/89	198/89	185/87	156/78	156/67	145/78	145/78	145/78	145/78	189/78	187/67	156/78	
BS (mg/dL)														
Pulse (bpm)	78	98	112	104	97	78	76	78	77	78	112	89	89	
O2 Sat (%)	89	95	89	89	94	98	98	98	98	98	90	92	91	


Meyer, Janelle
 03/09/1960 (60 yo)
 RPMVideo (113401)

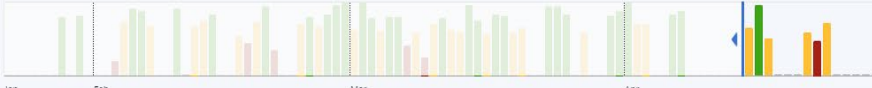
0 of 1 | 145 | 187/67 | 92 | 89 | 78 | 101 | 3 days | 4L 02

CC: HF-HOME Demo
 Smith, Jerry MD
 (317) 654-2345
 01/28/2020 (Day 91)

Profile | **Monitoring** | Chart | Pathways | Parameters | Health Summary | Direct Entry | Audit | 00:17:38

Patient Monitoring

Program Trend



	Tue Apr 14	Wed Apr 15	Thu Apr 16	Fri Apr 17	Sat Apr 18	Sun Apr 19	Mon Apr 20	Tue Apr 21	Wed Apr 22	Thu Apr 23	Fri Apr 24	Sat Apr 25	Sun Apr 26	Mon Apr 27
Health Index	65	97	51				59	48	72					
Biometrics														
BP (mmHg)	178/89	178/89	198/89	185/87	156/78	156/67	145/78	145/78	145/78	145/78	189/78	187/67	156/78	
BS (mg/dL)	78													
Pulse (bpm)	78	98	112	104	97	78	76	78	77	78	112	89	89	
O2 Sat (%)	89	95	89	89	94	98	98	98	98	98	90	92	91	

Alerts Notifications

Mon, Apr 27

- BP 156/78 mm Hg (Exceeding or equal to SBP Alert Limit of 130 mm Hg, Medium alert = at least 31 mm Hg lower than prior reading).
- SpO2 91% (Lower than or equal to Alert Limit of 92%).

Reimbursement

\$8.3 Billion Coronavirus Preparedness and Response Supplemental Appropriations Act, 2020

The bill allocates **\$500m to Medicare telehealth services** (i.e., live voice/video) spending, which would allow the HHS Secretary to waive Medicare telehealth restrictions during the coronavirus public health emergency so that care can be provided regardless of where a patient is located, and with the home being an originating site.

* CMS has waived telehealth geographic and originating site restrictions for Medicare Advantage Plans only.

\$2.2
BILLION

for federal,
state *and*
local health
agencies

INCLUDING

\$950 **MILLION**

for state and local to
conduct testing and *other*
response activities

\$950 **MILLION**

to Medicare telehealth services
(i.e., live voice/video)

* Many organizations expect the HHS Secretary to waive Medicare telehealth restrictions during the coronavirus public health emergency so that care can be provided regardless of where a patient is located, and with the home being an originating site.



“It’s essential that you keep track of any COVID-19 related costs to have the opportunity to acquire some funding through this \$100 billion relief effort.”

The screenshot shows a patient monitoring interface for a patient named Janelle, 60 years old, with PIN 3443. The dashboard includes several monitoring icons: a speech bubble, a video camera (5 mins), a document with a checkmark (1 of 2), a location pin (156/78), a water drop (93), a heart rate monitor, a thermometer (101.2), and a bell. A central text box says "insert note here". To the right, it displays "CV19 : Covid Screening and Mon", "No Provider Assigned", and "04/24/2020 (Day 4 of 90)". At the bottom, there are navigation buttons for Monitoring, Chart, Pathways, Parameters, Health Summary, Direct Entry, and Audit. A timer in the bottom right corner shows 00:02:39.

Vivify Health tracks time and activity for remote care, regardless of current reimbursements.



A vertical stack of seven time tracking buttons. Each button features a clock icon, a time value, and a dropdown arrow. From top to bottom, the buttons are: green with 00:32:16, red with 00:32:16, yellow with 00:32:16, grey with 00:18:16, green with 32:16, red with 1:48:19, and grey with 00:18:16.



COVID-19: Provider Reimbursements

RPM can now be billed by Medicare Part B Providers for Chronic or Acute, including a single condition – permanent

Telehealth can be billed by 2 sides ACOs – Permanent

Providers can bill Telehealth with home as Originating Site and no Geographic Restriction – temporary

CMS has expanded the list of codes that can be billed for Telehealth – temporary

Covid related cost sharing/co-pays are waived - temporary

And much more: <https://www.cms.gov/files/document/covid-19-physicians-and-practitioners.pdf>

CPT/HCPCS Code	Approx. Amt.	Billable Period	Service Description	Provider Type
99453	\$18.77	1 time	RPM install/education	Clinical Staff
99454	\$62.44	30 days	RPM device - biometric/alert	Clinical Staff
99457	\$51.61	20min/month	RPM monitoring service	Clinical Staff
99458	\$42.44	20min/month	Additional RPM Service, each	Clinical Staff
G2012	\$14.8	5-10 minutes	Virtual Check-in	Physician
99201 – 99205	\$ 48.88 – \$ 229.99	10 minutes – 60 minutes	Straight forward new patient – High complexity new patient	Physician
99211 - 99215	\$ 23.25 – \$ 150.77	5 minutes – 40 minutes	Straight forward established patient – High complexity established patient	Physician

Questions and Discussion



Stop by our ACO Exhibit Hall Virtual Booth

<https://www.acoexhibithall.com/vendor-booth/vivify-health/patient-physician-engagement/125/>

vivifyhealth™

Vivify Health can help you address any major challenges in implementing an ACO and Remote and Virtual Care Strategy. Let us show you how.

Vivify Health
(855) 484-8439
info@vivifyhealth.com
www.vivifyhealth.com

- Vivify Pathways
- Vivify Pathways +Go
- Case Study: Munson Healthcare
- University of Pittsburg Medical Center (UPMC)

COMPANY OVERVIEW

Vivify Health Remote Patient...

VENDOR HALL

ACOExhibitHall.com

Vivify Health

MENU



Thank You

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